



# Army Acquisition Reform

Issue 96 28 January 1999



## Partnering with Small Business on the M157A2 Smoke Generator Sets Success Story

TACOM-ACALA actively pursued efforts to implement acquisition reform initiatives on a contract for M157A2 Smoke Generator Sets (SGS) while performing as part of a combined industry and Government partnership. A formal partnership was formed with Chemical & Biological Defense Command (CBDCOM) PM Smoke, TACOM-ACALA, Minowitz Manufacturing Co. and DCMC Detroit. Minowitz Manufacturing Co. is a small business. Throughout this partnership agreement, Minowitz has been a willing participant in a full and open data exchange.

A level III Tech Data Package was converted to a performance specification for this contract. The Government/Minowitz partnership has resulted in higher reliability due to cooperative efforts to improve the system as it is being produced to provide the best product possible to the field. During fielding, the Government has enjoyed Minowitz' real time response to providing parts when needed in order to continue the fielding effort. Through their efforts, the Army has successfully fielded over 450 M157A2's on time.

Minowitz not only has met an accelerated delivery schedule, but the soldier in the field as well as the Project Manager has been extremely happy with the item itself. This would not have occurred without the partnering effort put forth by both the Government and Minowitz. Minowitz has gone above and beyond what is required of them as a member of the team, and they have met or exceeded their compliance with the M157A2 SGS system performance specification. The Project Manager and the soldiers, the users themselves, have been very appreciative of the quality and workmanship of this company's product and have expressed their confidence that the product will meet the challenge of the operational environment.

The M157A2 SGS contains numerous long lead items which necessitated the Government and contractor working closely together to ensure the necessary purchase commitments were made much in advance of when the material was actually required in order for the Government's delivery schedules to be met. Because Minowitz was willing to place material orders so much ahead of time, they were able to take advantage of price breaks for economical quantities and they voluntarily extended the option periods and prices under the SGS contract. The Government was the primary recipient of their willingness to carry such a large inventory. Their voluntary extension of evaluated and unevaluated option periods and prices provided the Government the critical flexibility to identify the necessary funding to meet readiness requirements.

Through our partnering efforts with Minowitz Manufacturing a unit savings of \$1,500 was achieved for a smoke system that only costs \$30,000. The life cycle operation and support cost savings for the system amounts to \$10.2M with an investment of only \$.4M.

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